

Message Text

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PAGE 01 MONTRE 01575 032209Z

73

ACTION EB-05

INFO OCT-01 EUR-06 ADP-00 RSR-01 RSC-01 /014 W

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FM AMCONSUL MONTREAL

TO USDOC WASHDC

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UNCLAS MONTREAL 1575

USDOC

E. O. 11652: N/A

TAGS: BGEN, CA

SUBJ: PRIVATE TRADE OPPORTUNITY

REF: STATE A-2660

1. 122 CANADA.

2. 04 MONTREAL.

3. P0005.

4. 080373.

5. 33232.

6. 23.

7. 27.

8. MR. D.G. ROSSN H. BERGSTROM INTERNATIONAL LTD.,
CONSULTING ENGINEERS.

9. O-CONSULTING ENGINEERS.

10. 1562 HERRON ROAD, DORVAL 780, QUEBEC.

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11. CANADA.

12. FOUR CAST STEEL RIDING RINGS TO BE SHIPPED TO AND INSTALLED IN GUYBAU'S BAUXITE PROCESSING PLANT IN GUYANA. INITIAL QUOTES ARE NOW BEING SOUGHT FOR THE "AT SEA-GOING PORT" PRICE FOR THESE FINISHED MACHINE CASTINGS. THE PRICE QUOTED SHOULD ALSO INCLUDE ANYSHIPMENT PREPARATION COSTS. A REALISTIC PER-POUND PRICING SHOULD ALSO BE QUOTED SO THAT ANY DESIGN CHANGES COULD SUBSEQUENTLY BE COSTED OUT. AN ESTIMATED DELIVERY DATE "IN WEEKS" IS NEEDED AND FOR THIS CALCULATION IT SHOULD BE ASSUMED THAT CONTRACTS WOULD BE ISSUED "IN LATE 1973". BRIEF DESCRIPTION IS AS FOLLOWS: THREE RIDING RINGS OF FINISHED CARBON STEEL CASTINGS FOR BAUXITE KILNS WITH EACH RIDING RING WEIGHING 56,600 LBS. AND HAVING ASTM A 148-65, GRADE 80-40 OR EQUIVALENT. THE FOURTH RIDING RING HAS THE SAME MATERIAL SPECIFICATIONS BUT IS SLIGHTLY LARGER AND WEIGHS 62,400 LBS.

13. THE VALUE OF THESE CASTINGS WOULD PROBABLY BE IN ONE TO THREE HUNDRED THOUSAND DOLLAR RANGE. IT IS VISUALIZED THAT A COMPANY ON THE EAST OR GULF COAST WOULD HAVE A LOCATIONAL ADVANTAGE. TWO SKETCHES OF THE TWO TYPES OF RIDING RINGS ARE BEING MAILED TO USDOC. FURTHER OPPORTUNITY TO BID WILL BE FORTHCOMING NEXT WEEK FOR CAST ROLLERS AND FORGED ROLLER SHAFTS FOR THE SAME PLANT. BIDDING OPPORTUNITY HAS ALSO BEEN SEIZED UPON BY BRITISH TRADE COMMISSIONER'S OFFICE IN MONTREAL FOR INFORMING BRITISH FIRMS.

14. P.L. AYLWARD.
TOPPING

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